

Appendix C Pricing Index

DIR-TSO-4166

The Oxman Group LLC

PRODUCTS			
CATEGORY / DESCRIPTION	Manufacturer / Brand	Product Description	DIR Customer Discount % off MSRP
Security Appliance	AlienVault	AlienVault	15.00%
Security Appliance	AlienVault	Maintenance	10.00%
Privilege Management	BeyondTrust	PowerBroker	15.00%
Privilege Management	BeyondTrust	Maintenance	10.00%
Vulnerability	BeyondTrust	Retina	15.00%
Vulnerability	BeyondTrust	Maintenance	10.00%
Anti-Virus / Malware	Carbon Black	Enterprise Protection	15.00%
Anti-Virus / Malware	Carbon Black	Maintenance	10.00%
E-Discovery/Forensics	Carbon Black	Enterprise Response	15.00%
E-Discovery/Forensics	Carbon Black	Maintenance	10.00%
Web Application Firewall	Cloudflare	Cloudflare	10.00%
Access, Multi-Factor Authentication, Authorization Control Services	Gemalto	Gemalto	15.00%
Access, Multi-Factor Authentication, Authorization Control Services	Gemalto	Maintenance	10.00%
PKI/Encryption	Gemalto	SafeNet Encryption	15.00%
PKI/Encryption	Gemalto	Maintenance	10.00%
Data Integrity / Data Monitoring	iMperva	File Activity Monitor / File Firewall	15.00%
Data Integrity / Data Monitoring	iMperva	Maintenance	10.00%
Distributed Denial of Service (DDoS) Defense	iMperva	DDoS Protection	15.00%
Distributed Denial of Service (DDoS) Defense	iMperva	Maintenance	10.00%
Web Application Firewall	iMperva	SecureSphere	15.00%
Web Application Firewall	iMperva	Maintenance	10.00%
Anti-Spyware	Malwarebytes	Malwarebytes Software	15.00%
Anti-Spyware	Malwarebytes	Maintenance	10.00%
Access, Multi-Factor Authentication, Authorization Control Services	RSA	VIA	22.00%
Access, Multi-Factor Authentication, Authorization Control Services	RSA	SecurID	22.00%
Access, Multi-Factor Authentication, Authorization Control Services	RSA	Maintenance	7.00%
Governance, Risk and Compliance (GRC)	RSA	Archer	22.00%
Governance, Risk and Compliance (GRC)	RSA	Maintenance	7.00%
Security Appliance	RSA	Security Analytics	18.49%
Security Appliance	RSA	Maintenance	7.00%
Anti-Spam	Symantec	Email Security Cloud	15.00%
Anti-Spam	Symantec	Maintenance	10.00%
Anti-Virus / Malware	Symantec	Endpoint Protection	15.00%
Anti-Virus / Malware	Symantec	Maintenance	10.00%
Data Loss Prevention	Symantec	DLP	15.00%

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Data Loss Prevention	Symantec	Maintenance	10.00%
PKI/Encryption	Symantec	Endpoint Encryption	15.00%
PKI/Encryption	Symantec	Maintenance	10.00%
Data Integrity / Data Monitoring	Tripwire	Security Configuration Management	13.00%
Data Integrity / Data Monitoring	Tripwire	Maintenance	10.00%
Vulnerability	Tripwire	IP360	15.00%
Vulnerability	Tripwire	Maintenance	10.00%
Data Integrity / Data Monitoring	UpGuard	UpGuard	13.00%
Data Integrity / Data Monitoring	UpGuard	Maintenance	10.00%
Vulnerability	UpGuard	CSTAR	15.00%
Data Integrity / Data Monitoring	Varonis	DatAdvantage	54.07%
Data Integrity / Data Monitoring	Varonis	Maintenance	10.00%
Data Masker	Vormetric	Vormetric Tokenization	15.00%
Data Masker	Vormetric	Maintenance	10.00%
PKI/Encryption	Vormetric	Vormetric Encryption	15.00%
PKI/Encryption	Vormetric	Maintenance	10.00%
Anti-Spyware	Watchguard	All NGFW and UTM appliances	15.00%
Anti-Spyware	Watchguard	Maintenance	10.00%
Firewall	Watchguard	All NGFW and UTM appliances	26.33%
Firewall	Watchguard	Maintenance	10.00%
Intrusion Detection/Prevention	Watchguard	All NGFW and UTM appliances	15.00%
Intrusion Detection/Prevention	Watchguard	Maintenance	10.00%

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RELATED SERVICES		
SERVICE CATEGORY	Detailed Service Description	DIR Customer Discount % off MSRP
Installation	Product Installation Services	5.00%
Education/Training	Product Education/Training Services	5.00%

IT Security Services		
SERVICES		
SERVICE CATEGORY	Detailed Service Description	DIR Customer Discount % off MSRP
Web Application Firewall	iMperva Incapsula	10.00%
Threat Research	Recorded Future	25.00%
Threat Research	Brand Protect	10.00%
Cloud Application Security	Netskope	15.00%
Firewall	My Digital Shield	15.00%

Managed Security Services		
SERVICES		
SERVICE CATEGORY	Detailed Service Description	DIR Customer Discount % off MSRP
Penetration Testing	Controlled Penetration Testing	12.50%
Endpoint Management Service	Continuum Endpoint Device Management (includes Anti-Virus and Anti-Malware)	50.00%
Web Application Scanning	Web Application Scanning	12.50%
Vulnerability Scanning	Vulnerability Scanning	12.50%
Security Policy Development	Security Policy Development	12.50%
Incident Response	Incident Response	12.50%
Digital Forensics	Digital Forensics	12.50%
Risk Assessment	Risk Assessment	12.50%

Additional Discount Based On Aggregate Sales				
Contract Sales Threshold	Product or Category Description	Original Discount	Additional Discount	Total Discount
\$50,000.00	Penetration Testing	10.00%	(+) 7.50%	17.50%
\$50,000.00	Web Application Scanning	10.00%	(+) 7.50%	17.50%
\$50,000.00	Vulnerability Scanning	10.00%	(+) 7.50%	17.50%
\$50,000.00	Risk Assessment	10.00%	(+) 5.00%	15.00%

**Important Note: Vendors quote to DIR customers shall include the DIR administrative fee. The fee will be added after discount off MSRP is applied. For reference purposes, the formula to calculate DIR Customer Price is: DIR Customer Price = MSRP x (1-DIR Discount%) x (1+ fee 0.75%)*